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Follow-up

Valrie Bejarano  
Contract Specialist  
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Hi Valrie,

Upon reviewing the latest information you forwarded from Mr. Bryan Chambers, Assistant County Attorney, I wish to provide the following information. Per his request I will attempt to summarize the differences in project implementation between the contractors who bid on the tower installation/equipment relocation bid # 103111-2.

Durham Communications - \$54,325.20

Although Durham Communications Inc., DCI, provided the lowest bid, **1.** they indicated that some existing antennas were to be relocated to the new tower. Also, in their discussion regarding RF management equipment, **2.** a final solution would have to be agreed upon between DCI and the County before implementation. **3.** Building permits or other identified permitting would be passed along to the County. **4.** Best and final offer is unchanged.

1. The RFP allowed proposals to move existing antennas to the towers or to replace them by using entirely new antennas. Did any of the other bidders indicate they would move existing antennas?  
**Yes**
2. This final solution language comes directly from DCI's proposal, does this language mean that DCI's proposal does not include all of the costs for completing the project? In your opinion does that mean that their proposal is incomplete?  
**Yes, Yes**

3. Did the RFP provide that all costs for any permits, licenses, fees, taxes or other charges which shall be included in the contract price bid?

**Yes**

4. Does this mean that DCI did not respond to the RFP Clarification by creating and pricing a best and final offer? Considering these deficiencies, are you of the opinion that DCI's proposal does not meet the requirements of the RFP and RFP Clarification?

**Yes**

CMC Communications - \$84,194.45 or \$77,671.65 (used tower)

Provided cost savings by providing a used tower that meets all specifications for the antenna structure. Also, indicated all new antennas for the structure.

1. Recommended against the use of combining equipment due to excessive RF loss so would be unable to guarantee the coverage reliability of such low power. 2. Best and final offer is unchanged.

1. Do you agree with their assessment recommending against the use of a combiner?

**Yes. They are following sound communications engineering guidelines to overcome any temporary site deficiencies or possible interference issues that may occur. As the dispatch site is identified as a control point, it should have the ability to control the remote sites.**

2. Do you believe their best and final offer meets the requirements of the RFP and RFP Clarification? Would using a used tower for the project satisfy the requirements of the RFP and RFP Clarification? Would using a used tower create any disadvantage to the County?

**Yes. Yes and no. The expected "life/performance criteria" of a communications tower generally well exceeds any of its' associated antennas, feed/transmission lines, etc., notwithstanding unique acts of God or other extreme situation, ie; tornadoes, earthquakes, aircraft collision, etc.**

Canyon State Wireless - \$85,014.61

Provided all information regarding combining equipment, antennas, etc. The equipment they indicated for the combining system has quite a bit of RF energy loss. There is some concern that the proposed system would not meet the reliability for the County. Best and final offer is unchanged.

L&B Communications- \$125,000.00 or \$108,000.00 (used tower)

Relocate existing antennas, evaluate and replace as needed. The plan to use the most cost effective design that meets the bid specifications. New tower to use underground tower foundation, used tower to use above ground foundation pending final design. Best and final offer is unchanged.

Should you have any further questions, please call me at (602) 881-4368. Thanks for the opportunity to provide input to this project. I look forward to its' successful completion.

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